



Illinois Solar for All

Bright Neighborhoods Approved Vendor Request for Proposals Webinar

Tuesday, August 20, 2024

10-11 a.m. CT

Agenda

- Overview of Illinois Solar for All: Bright Neighborhoods
- Request for Proposal Details
 - Eligibility
 - Proposal Content
- Submission Process and Requirements
- Process for Submitting Questions
- 2024-2025 Program Year (PY7) Initiative Timeline



Overview of Bright Neighborhoods



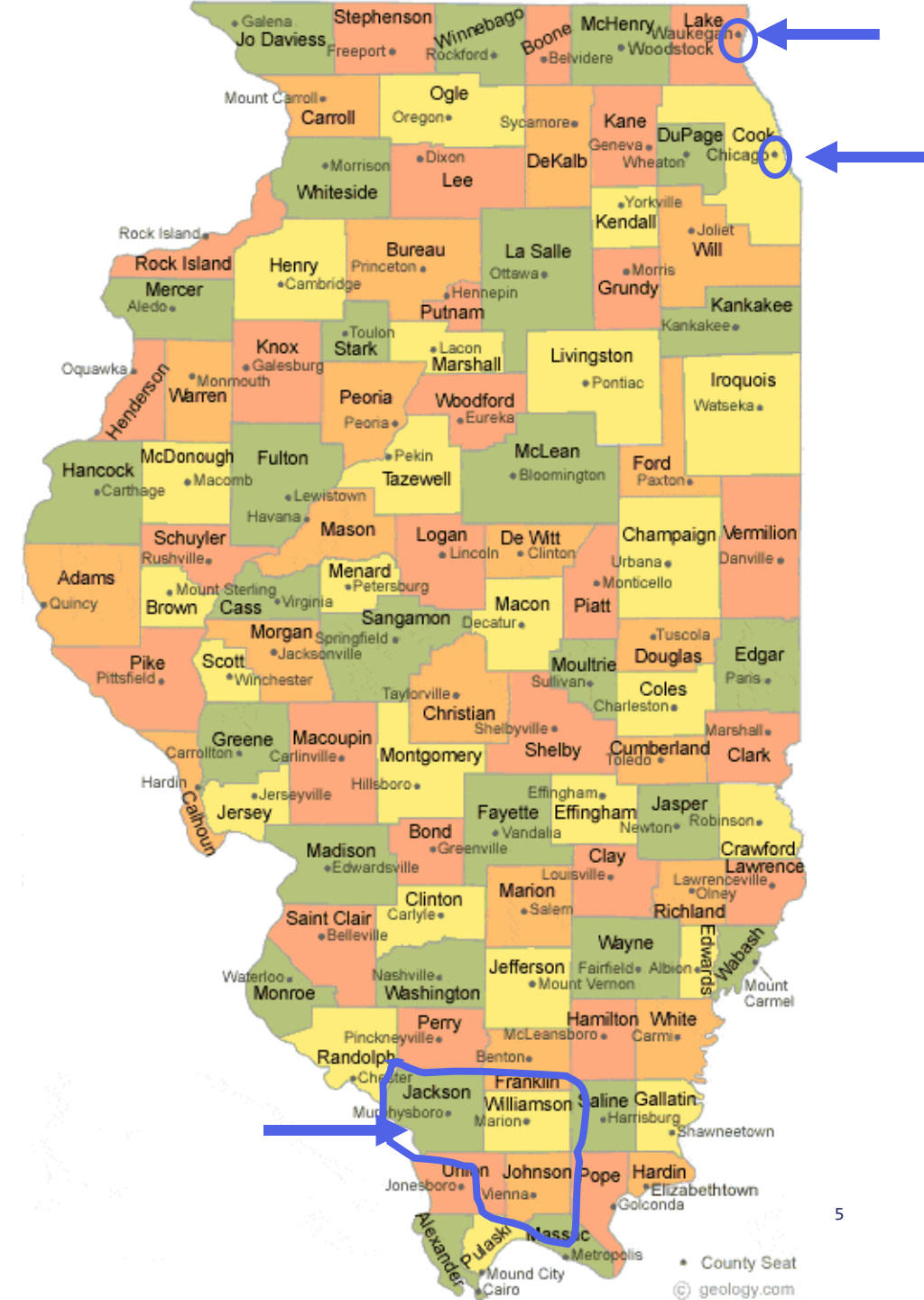
Bright Neighborhoods Purpose

- In Program Year 6 (2023-2024), the Bright Neighborhoods initiative consolidated the customer acquisition process with the Program Administrator to test ways for reducing barriers to participation in the Illinois Solar for All: Residential Solar (Small) sub-program and to learn best practices to overcome those barriers to ultimately increase participation in this sub-program.
- Reported barriers to participation include:
 - Customer unfamiliarity with solar power
 - Distrust in marketers
 - Language barriers
 - A complex application process
 - Electrical and/or roof repair needs
- Can a change in the delivery model of the Residential Solar (Small) sub-program increase successfully completed projects by consolidating customer acquisition with the Program Administrator?



Selected Communities

- Chicago Community Area: Austin, Humboldt Park, East and West Garfield Park, North and South Lawndale
- City of Waukegan
- Carbondale Marion Micropolitan Area (Jackson, Williamson, and Johnson counties)



Program Administrator Roles

- Manage marketing and public outreach
- Customer acquisition
- Income verification
 - Form includes initial site prescreening of roof, electrical, and structural health
- Continued support to the participant and the Approved Vendor throughout the process



Program Administrator Outreach and Community Engagement

September 17, 2024 – April 30, 2025

- Outreach efforts will include partnering with trusted community-based organizations (CBOs), such as: houses of worship, school districts, Community Action Agencies, and other relevant community organizations.
 - These partnerships will help create unique outreach plans for their community.
- The support from these organizations can vary between promoting event information on their social networks, inviting the Program Administrator to table at an event, or hosting events and connecting the Program Administrator with other prospective partners.



Participant Journey

1. Prospective participants are directed to complete their intake form found on the Bright Neighborhoods landing page.
2. The Program Administrator then follows up with the participant to complete their income verification.
3. While the participant's income eligibility is reviewed, the Program Administrator will review the site suitability questions from the income verification form to flag any serious issues with the home's electrical or roof health.
4. If the Program Administrator finds the home is likely suitable and the participant is income eligible, they will move eligible participants to the prospective participant pipeline for referral to the selected Approved Vendor in that community.



Site Prescreening Questions on the Income Eligibility Intake Form

The site prescreening questions will be integrated into the income eligibility intake form to gather the participant's understanding of their home's roof and electrical health in one form. This will help determine how to refer the participant with home repair needs. The selected Approved Vendors will be consulted to finalize the questions on the form.

The participant could be referred to one of the following:

1. Notifying the Bright Neighborhoods selected Approved Vendor of the repair needs (if they are willing to support home repairs).
2. Referring the participant to an Approved Vendor who is participating in the Home Repairs and Upgrades initiative.
3. External funding programs serving their area (identified through the Home Repairs and Upgrades initiative).



Approved Vendor Roles

- Attend up to four, hour-long community information sessions facilitated by the Program Administrator between October 21, 2024, and April 30, 2025
- Meet with the Program Administrator on an as-needed basis (weekly or bimonthly)
- Use the pipeline of prospective participants from the Program Administrator to conduct the final site assessment
- Complete the solar project design
- Communicate detailed information about the design, costs, and savings to the participant (via the disclosure form)
- Complete the Part I and Part II applications
- Obtain all necessary permits
- Install the solar projects
- Complete the interconnection agreement and final inspections
- Act as the sellers under the applicable REC contracts



Bright Neighborhoods PY7 REC Prices

- The REC price has been adjusted to recognize the Program Administrator taking on the soft costs from the Approved Vendor participating in the initiative.
 - Group A: Ameren Illinois, MidAmerican, Mt. Carmel, Rural Electric Cooperatives and Municipal Utilities located in MISO
 - Group B: ComEd, and Rural Electric Cooperatives and Municipal Utilities located in PJM

Project Size	Group A	Group B
0 - 10 kW	\$177.01	\$167.90
10 - 25 kW	\$146.70	\$144.01
25 - 100 kW	\$118.44	\$118.73



First Year Findings and Updated Goals



Dropped Participant Referrals to Approved Vendors in First Year

Participant Referrals to the Approved Vendor	Total
West Garfield Park	1
Waukegan	2
Carbondale-Marion	13
Dropped Participant Referrals by Approved Vendor	Total
West Garfield Park	1
Waukegan	2
Carbondale-Marion Micropolitan Area	12
Reasons for Dropped Participant Referrals	Total
Site unsuitable (referred to Illinois Solar for All: Community Solar)	6
Site unsuitable (referred to the Home Repairs Pilot)	5
Unresponsive to Approved Vendor follow-ups	3
No longer interested	1



Initiative Goals for Program Year 7

We strive to reach a substantial data set defined by the number of intake forms, the number of participant referrals, and the number of projects installed.

1. A goal of 100-200 intake forms in each community to assess how our tactics increase awareness in each community.
2. A goal of 30-50 participant referrals to the selected Approved Vendors in each community.
3. A goal of 20-25 completed installations in each community.
 - a. An Approved Vendor may pass this goal if it has the capacity to support more than 25 installations and if the Residential Solar (Small) budget allows.
4. We will track community solar subscriptions in the initiative communities and neighboring communities that share a border with the selected communities

The initiative will receive part of the Residential Solar (Small) annual budget.



Request for Proposal Details



Request for Proposals

- Approved Vendors will be selected to participate in Bright Neighborhoods through a competitive RFP process.
- The Approved Vendors will hold a short-term understanding with the Program Administrator to complete Residential Solar (Small) installations following their:
 - Response to the RFP
 - Fulfillment of ILSFA program requirements
- Participation will only result in REC contracts with each installation and will not involve the payment of any additional compensation by the Illinois Power Agency or the Program Administrator.



Offeror Eligibility Requirements

- At a minimum, Offerors must be an Approved Vendor through the Illinois Shines Program before the Bright Neighborhoods initiative starts.
 - The Program Administrator reserves the right to remove any non-ILSFA Approved Vendor from the initiative and select a different Offeror if the chosen Offeror does not complete the ILSFA Approved Vendor registration process.
- Proof of Distributed Generation Installer Certification from the ICC, in the form of a Commission order granting the certification, submitted for the vendor and/or for its proposed sub-contractor(s)/designee installer(s).



Commitment to Small and Emerging Businesses

- The Agency set a goal prioritizing the involvement of “Small and Emerging” vendors to encourage business development, particularly for those located in income-eligible and environmental justice communities (Section 8.2.3).
 - The Program Administrator will prioritize selection of businesses that qualify as both small and emerging to participate in this initiative. (Section 8.5)
- If the Offeror is affiliated with another company or companies, each affiliated company must also show that it meets the definitions of small and emerging to be considered for priority under the initiative.



Selection Process

- Considering the goals set forth in the 2024 Long-Term Renewable Resources Procurement Plan, the Program Administrator and the Illinois Power Agency will first score proposals from entities that have shown that they qualify as both small and emerging businesses
- To be selected, small and emerging businesses must receive a minimum score of 80 points. If no Offerors qualifying as small and emerging businesses meet the minimum score for any one of the three designated Bright Neighborhoods communities, only then will other Offerors' proposals be scored for that community, also requiring a minimum score of 80 points.



Commitment to Minority/Women –Owned Business Enterprises (M/WBE)

- The Agency also recognizes the importance of Minority/Women-owned Business Enterprises (M/WBE) participating as ILSFA Approved Vendors and will continue to work with the Program Administrator to increase the number of M/WBE Approved Vendors participating in ILSFA projects (Section 8.9).
 - To support this goal, Offerors certified as a M/WBE should identify their certification in their response to receive additional points.



Preference for Participation in Home Repairs and Upgrades Initiative

- To address the high instance of home repair needs preventing solar installations from moving forward during the first year of the initiative, the Program Administrator asks Offerors to note their ability to utilize the additional incentives available to those who complete eligible repairs for an ILSFA project through the Home Repairs and Upgrades initiative.
 - An Offeror will receive 10 additional points when selecting yes for their ability to use additional incentives to complete eligible roof and/or electrical repairs for an ILSFA project.



Evaluation Criteria

Category	Total Section Score
Offeror Background and Capacity	55
Community Commitment and Readiness	35
Company Offer	20
Plan to Employ Job Trainees	5
Total Possible Points	115



Question Submission Process

- Submit questions or clarification requests regarding this RFP until **Tuesday, August 27, 2024, 5 p.m. CT. to Bright@illinoisSFA.com**
 - Responses (with the corresponding questions and clarification requests) will be posted to the ILSFA website and emailed to the ILSFA stakeholder list.



Submission Process

- Proposals are due no later than **Monday, September 16, 2024, 5 p.m. CT**
- Submit your proposals as a PDF to bright@illinoisSFA.com

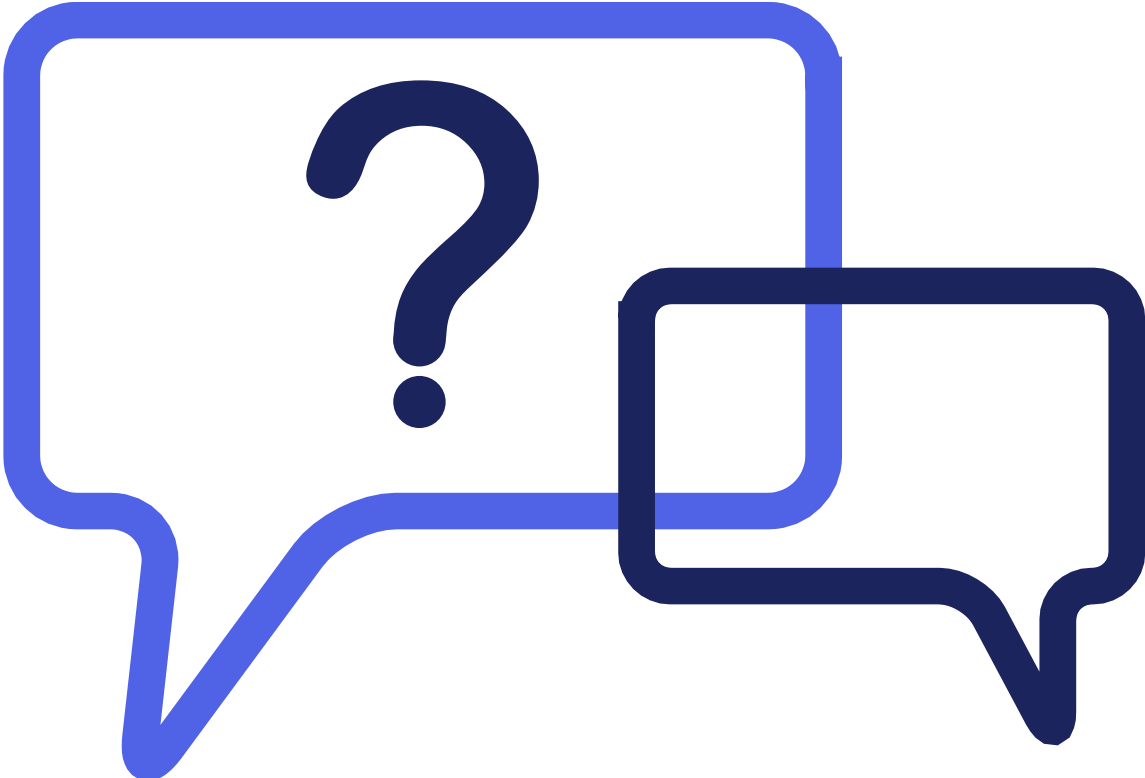


Initiative Program Year 7 Timeline

Timeline Event	Date
Residential Solar Pilot RFP Released	August 13, 2024
Residential Solar Pilot RFP Webinar	August 20, 2024
Offerors' Question Period Closed	August 27, 2024
Bright Neighborhoods Proposals Due	September 16, 2024
Approved Vendors Selected and Announced	October 14, 2024
Approved Vendor Onboarding	October 14-18, 2024
Marketing and Outreach Campaigns	September 17, 2024, through May 31, 2025
Participant List to Approved Vendors	Ongoing
Participant Signup Period	September 17, 2024, through April 30, 2025



Questions?



Contact Information

Alexandria Cedergren

**Senior Associate III, Community
Engagement**

Alexandria.Cedergren@elevatenp.org

Jennifer Brown

**Senior Manager, Strategic
Partnerships**

Jennifer.Brown@elevatenp.org

Bright Neighborhoods Inbox

bright@illinoisSFA.com

